charles river

INSOURCING SOLUTIONS

Biotech with No Infrastructure

No Space and No Staff

Background

Establishing a new animal research program is a costly and time-intensive investment. Taking this into consideration, alongside the physical plant and regulatory requirements of animal research, and the necessary upfront and ongoing labor demands, creating a new animal program is often impractical for small startup companies. While contract research organizations (CROs) may conduct toxicological or pharmacokinetic studies for a fee, this avenue may be unavailable to companies looking to simulate disease models or perform specialized *in vivo* studies.

Challenge

This small company, consisting of five employees, needed to validate their metabolic disease targeting drugs on a compressed schedule. Establishing an animal program looked to be impossible. Using a CRO was out of the question due to the need for multiple complex procedures and disease models, including non-standard husbandry, surgical procedures, and the use of several transgenic mouse strains with clinical phenotypes.

Solution

The Charles River Accelerator and Development Lab (CRADL™) offers multiple options for turnkey vivarium rental space for emerging and well established biotech companies. This client took advantage of the cost-effective, shared model by renting a small number of rows for caging. The Associate Director of Preclinical Studies, who alone comprises the preclinical studies division of her company, was able to quickly begin her *in vivo* work and collect data almost immediately. CRADL™ was able to provide not only husbandry and regulatory support, but also the technical services necessary to conduct studies on sizeable cohorts simultaneously in order to meet deadlines. At the same time, she was able to perform the bulk of the *in vivo* work herself, maintaining control of the project.

Benefits | Highlights

CRADL™ offers a reduced barrier of entry into *in vivo* research for up-and-coming biotechnology firms. By partnering with CRADL™ early in their development, clients are able to accelerate drug discovery while controlling costs. This flexible service model allows companies to maintain as much involvement or separation from the research as is convenient for their goals.

Highlights:

- **Program tenure/size:** This client has stayed with CRADL™ for three years. Early on in the service agreement, the company considered terminating the contract to pursue other avenues for *in vivo* work. At that time, the Associate Director of Preclinical Studies insisted on staying with CRADL™, citing the quality of customer service, the level of expertise of CRADL™ study technologists, and the convenience of running studies with a flexible schedule of services.
- **Annualized savings:** By using an outsourced staffing and support model, this institution saved 10% on their budget.
- **Value:** This company has been able to continue operating on a lean budget with only a handful of employees and limited infrastructure, all while continuing to secure prestigious grants and collaborations for drug development due to the consistent output of their preclinical studies.

EVERY STEP OF THE WAY